

## Sales Coordinator

### About Barnacle Systems

Barnacle Systems is a startup based in Victoria, BC, that was founded in July of 2017. We have developed the remote security and monitoring product for boats called, BRNKL (pronounced 'barnacle'). As we like to say, we built BRNKL for boaters who need to leave their boat without letting go. Our product sends critical information to smartphones, tablets and computers allowing boater owners to know the health and status of their vessel from anywhere in the world. Like a 'home security system for your boat' users can see inside of their vessels using the onboard camera while also monitoring critical alerts such as low batteries, loss of shore power and high-water.

### Summary

We are searching for a full-time Sales Coordinator to join and enhance our team. The Sales Coordinator position will be required to foster and grow our current client base; support the Director of Sales and CEO in generating new business and handle inbound consumer leads through the sales process. The ideal candidate should have experience in B2C and B2B selling and understand the fundamentals of the sales process.

The candidate should expect high levels of support from the Director of Sales and CEO to assist with the closing of sales and revenue generation. Driving revenue is essential for a start-up and we're looking for a sales bulldog to assist us in meeting our revenue goals.

### Duties

- Foster and grow current distributor, dealer, and consumer relationships
- Communication with potential clients regarding products, promotions, and pricing information
- Hosting of in-person or virtual demonstrations of our products to prospective buyers
- Timely handling of customer requests including but not limited to phone calls, emails, and demonstration requests
- Attend in-person or virtual trades shows
- Make telephone calls, email correspondences and in-person visits to prospective customers/dealers
- Distribution of marketing materials to increase business awareness
- Maintain, update and report using our Hubspot CRM
- Work closely with the Director of Sales to build weekly, monthly, and annual sales plans
- Distribute invoices to customers and process associated payments
- Sales fulfillment through our domestic and international shipping partners
- All other duties as required

## Qualifications

- Be nice!
- Legally able to work in Canada
- Bachelor's Degree – Commerce, Business Administration, or Hospitality preferred
- Valid BC Driver's License
- Strong knowledge of Microsoft Office (Word, Excel, PowerPoint) and Google Suite of products (Gmail, Drive, Docs, Sheets, etc.)
- Demonstrated interested in sales, marketing, and entrepreneurship
- Demonstrated ability to ask great questions
- Ability to handle objections, process them and respond
- Possess strong communication skills
- Be a self-starter with great time management skills
- Represent the core values of Barnacle Systems Inc.
- Ability to lift 50 pounds

## Other Preferred Skills

- Experience with boats
- Experience with marine electronics
- Experience in selling, cold-calling, and lead generation
- Experience producing strong social media content
- Experience using CRM software

## Interested?

Send us an e-mail to [ahoy@brnkl.io](mailto:ahoy@brnkl.io) with your resume and cover letter.

